



# Consolidation in the Health Care Delivery Sector

**Date:** Monday, March 5, 2012  
**Time:** 5:30-6:30pm Networking, Refreshments and Cash Bar  
6:30- 8:00pm Program, Q&A  
**Location:** The Downtown Club at the Public Ledger Building  
600 Chestnut Street, Philadelphia, PA 19106  
**Cost:** \$45 Member; \$60 Non-Member  
\$30 Student Member and Members in Transition  
**Registration:** Visit [www.HLNDV.ACHE.org](http://www.HLNDV.ACHE.org). Early registration is encouraged.

**Program Topic:** A second wave of health care industry consolidation is generating a new round of challenges and opportunities nationwide. Changing capital markets, insurance industry consolidation, expense increases outpacing reimbursement, physician practice dynamics, and health care reform are several of the forces bearing down on financially fragile hospitals and systems. These pressures are compelling providers to reflect about their chances for survival and rethink what their organizations should look like.

This session reviews recent merger and acquisition trends in the health care industry, key forces driving consolidation, potential benefits of consolidation, and the consolidation forecast for the future. Potential benefits of consolidation are also discussed and the session concludes with a discussion on leadership imperatives in a consolidating market.

**Continuing Education Credit:** As an independent chartered Chapter of the American College of Healthcare Executives, the Healthcare Leadership Network of the Delaware Valley is authorized to award 1.5 hours of ACHE Qualified Education credit toward advancement or recertification in the American College of Healthcare Executives.

Participants in this program who wish to have it considered for ACHE Qualified Education credit should list their attendance when they apply to the American College of Healthcare Executives for advancement or recertification.

## Presenters



**Alan M. Zuckerman,**  
FACHE,  
FAAHC

President of Health Strategies & Solutions, Inc., Zuckerman is one of the nation's leading health care strategists and industry thought leaders, having helped many of the top hospitals and health systems in the country develop advanced competitive strategies and pursue merger and affiliation activities.



**Robert F. Hill, Jr.,**  
FACHE

With nearly 20 years of health care management consulting experience, Hill, a principal at Health Strategies & Solutions, directs its business and financial planning practice, with particular expertise in highly complex financial analyses and reviews practices.

Registration Form (This form may be duplicated)

Name: \_\_\_\_\_  
Title: \_\_\_\_\_ Degree: \_\_\_\_\_  
Organization: \_\_\_\_\_  
Address: \_\_\_\_\_  
City/State/Zip: \_\_\_\_\_  
Email: \_\_\_\_\_ Phone: \_\_\_\_\_  
 HLNDV Member \$45       Non-member \$60       Full-time Students/Members in Transition \$30  
 Check made payable to HLNDV       VISA       MasterCard       Amex  
Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_  
Signature: \_\_\_\_\_

For pre-registration, please mail or fax by March 1, 2012 to: PO Box 19, Wynnewood, PA 19096. Fax: (610) 642-3335.

For more information, please contact Carol Sysak or Ellen Wilson-Ghee at [events@HLNDV.ACHE.org](mailto:events@HLNDV.ACHE.org).

## Parking and Directions to The Downtown Club at the Public Ledger Building (Entrance on 6<sup>th</sup> Street):

The Parking Garage is located at 7th & Ranstead Streets (between Market & Chestnut Streets). When you exit the elevators to the street, you will be on Chestnut Street between 6th & 7th. Turn to the left and walk toward 6th & Chestnut Streets.

The Down Town Club is located on the southwest corner of 6th & Chestnut Streets in the Public Ledger Building. Use the 6th Street entrance to the building. The Club is on the 11th Floor.

### I-95 NORTH FROM DELAWARE

1. Take I-95 to exit 22 (Independence Mall, Callowhill St, Center City)
2. Exit ramp is on the left; while exiting, stay in the right lane
3. Follow sign to Independence Mall
4. Ramp exits onto Third & Callowhill Sts; there will be a light
5. Stay on Callowhill St.; go three more lights; at 6th Street, go left
6. Get in lane for Independence Mall
7. Go three lights to Market Street
8. Cross Market and turn right at the first street (Ranstead St.)
9. Parking Garage is at the end of the block on the left (One Independence Mall)

### I-95 SOUTH FROM POINTS NORTH

1. I-95 South to Exit 22/Callowhill Street
2. Stay right and go down ramp to light
3. Turn right at light onto Callowhill Street
4. Stay left and turn left onto 6th Street
5. Follow steps 6 through 9 as listed above

### FROM NEW JERSEY via THE BEN FRANKLIN BRIDGE

1. Exit the bridge bearing right and go over the overpass
2. Follow signs for 6th Street and the Historical District
3. Continue on exit (it loops around); at the end of the ramp, you will be on 6th Street; always bearing right:
4. Follow steps 6 through 9 as listed to the left

### FROM THE SCHUYKILL EXPRESSWAY

1. Exit 76 at the Center City/676 East exit which is located on the left side of the highway
2. 676 (Also call The Vine Street Expressway) cuts straight through the city towards the Delaware River
3. Exit at Independence Mall/6th Street (the sign reads: The Ben Franklin Bridge) turn right onto 6th Street
4. Follow steps 6 through 9 as listed in I-95 North directions



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<b>Presenters:</b>	Alan M. Zuckerman, FACHE, FAAHC, President, Health Strategies & Solutions, Inc. and Robert F. Hill, Jr., FACHE Principal, Health Strategies & Solutions, Inc.
<b>Cost:</b>	\$45 Member; \$60 Non-Member; \$30 Student Member and Members in Transition

### Event Sponsors



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